

Part IV Selected Financial and Operating Data
This Part is to be completed in the case of all types of transactions covered by items 1 through 5, Part I, on previous page.

BEA USE 124 1 2

For items 17 through 20

If item 1 or 5, Part I, is marked – Where the investment represents the establishment of a new U.S. business enterprise, or the direct purchase of real estate, the data should be projections for or as of the end of the first full year of operations. Use projections made in the course of planning the investment if available; otherwise give best estimate. (Exception – For direct purchase of real estate, the asset value should be the value at time of closing.)

If item 2, 3, or 4, Part I, is marked – Data should be for the fully consolidated U.S. business enterprise, or business segment or operating unit, acquired. Data should be for or as of the end of the most recent financial year preceding acquisition. Exclude from full consolidation all foreign business enterprises owned by this U.S. affiliate; include such foreign enterprises only by the equity or cost method of accounting. (See Section II.G. of Instructions.)

For item 21

If item 1, 4, or 5, Part I, is marked – The data should show the number of acres included in the purchase.

If item 2 or 3, Part I, is marked – The data should show the number of acres owned by the new U.S. affiliate upon completion of the investment transaction.

17. Give ending date for the year that these Part IV data are for, or as of -> 130
18. Total assets - If assets are to be revalued due to the acquisition, show the value after revaluation. -> 131
19. Net income after provision for U.S. Federal, State, and local income taxes 133
20. Number of employees - Include part-time employees. (See Section VIII of Instructions.) 134
21. All acres of U.S. land owned, whether carried in a fixed asset, investment or other asset account - Give number to nearest whole acre. 135
BEA USE ONLY 136
Continue in next column

U.S. AFFILIATE INDUSTRY CLASSIFICATION
If for an incorporated U.S. affiliate, this item is to be completed from the viewpoint of the consolidated entity.

22. Major activity of fully consolidated U.S. affiliate that was acquired or established – Mark (X) one. For "start-up," show the intended activity.

- Extracting of oil or minerals (including exploration and development)
- Manufacturing (fabricating, assembling, processing)
- Construction
- Selling or distributing goods
- Real estate (investing in, or engaging in as an operator, manager, developer, lessor, agent, or broker)
- Providing a service
- Other – Specify

23. Major product or service involved in this activity – if a product, also state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, transported, packaged, etc.

24. Sales of newly acquired or established U.S. affiliate by industry – Enter (beginning with the largest) the appropriate 4-digit industry code(s) and the amount of sales associated with each code. The sales figures should represent the new affiliate's most recent annual sales or gross operating revenues (excluding sales taxes). In the case of a new or non-operating affiliate, show the projected breakdown of sales. See the list of industry codes on pages 5 and 6. If you use fewer than eight codes, you must account for total sales.

	ISI code (1)	Sales (2)			
		Bil.	Mil.	Thous.	Dols.
a. Enter code with largest sales 201	1	2			
b. Enter code with 2nd largest sales 202	1	2			
c. Enter code with 3rd largest sales 203	1	2			
d. Enter code with 4th largest sales 204	1	2			
e. Enter code with 5th largest sales 205	1	2			
f. Enter code with 6th largest sales 206	1	2			
g. Enter code with 7th largest sales 207	1	2			
h. Enter code with 8th largest sales 208	1	2			
i. Sales not accounted for above 209	1	2			
TOTAL SALES – Sum of lines a through i -> 132	1	2			

Part V Investment Incentives and Services Provided by State or Local Governments – Including Quasi-government Entities

This Part to be completed in the case of all types of transactions covered by items 1 through 5, Part I, on previous page.

25. Were any specific State or local government incentives or related services (such as those detailed in items 27 through 29 below) received in connection with this investment transaction? 140
26. If the answer to item 25 is "Yes," were these incentives or services a significant factor in the decision to invest in a given region of the United States or in a given State or local area? 141
27. Taxation – Such as investment tax credit; tax exemption; and tax reduction or holiday. 142
28. Financing programs – Such as industrial revenue bonds; direct loans or loan guarantees; credits from development credit corporations; grants; and preferential rates on loans or leases. 143
29. Other – Such as State-financed recruiting programs, training programs, relocation services, studies, R&D assistance, road building, and other services or incentives that are of monetary value. 144

30. State, or State of location of local government unit, from which the incentives or services were received. If more than one, enter all States from which received.
a. State
b. State
c. State

Part VI Identification of Foreign Parent and Ultimate Beneficial Owner, and Cost of Investment <i>This Part is being completed for (Mark (X) one of items 31 through 33.) –</i>																																							
31. ¹ 1 <input type="checkbox"/> The foreign parent that directly established or acquired the new U.S. affiliate																																							
32. ¹ 2 <input type="checkbox"/> The existing U.S. affiliate of a foreign person that directly established a new U.S. affiliate or acquired a direct voting interest in a U.S. business enterprise of such a magnitude that the established or acquired enterprise becomes a new U.S. affiliate of the existing U.S. affiliate’s foreign parent.																																							
33. ¹ 3 <input type="checkbox"/> The existing U.S. affiliate of a foreign person that acquired a U.S. business enterprise, or business segment or operating unit of a U.S. business enterprise, and merged it into its own operations.																																							
34. Name and address of either the foreign parent (including country) or existing U.S. affiliate that directly established or acquired the new U.S. affiliate or that merged the acquired business enterprise, etc., into its own operations.																																							
Name																																							
147 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
Street or PO Box																																							
148 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
City and State																																							
149 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
Country																																							
150 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
																		BEA USE																					
																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		Percent																					
35. <i>If item 31 or 32 was marked, give the percent of direct ownership (voting) held by the foreign parent or existing U.S. affiliate named in item 34.</i>																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		152 _____ . _____ %																					
36. <i>If item 32 or 33 is marked, give the name and country of the foreign parent holding the direct, or indirect, ownership interest in the existing U.S. affiliate named in item 34. If more than one foreign parent, furnish, on a separate sheet, the information requested in items 36 through 44 for each additional foreign parent.</i>																																							
Name																																							
153 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
Country																																							
154 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
																		BEA USE																					
																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
37. <i>If item 32 or 33 is marked and if the existing U.S. affiliate named in item 34 is not directly owned by the foreign parent, give the name and address of the U.S. affiliate that is directly owned by the foreign parent and the percent of ownership by the foreign parent.</i>																																							
Name																																							
156 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
Address																																							
157 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
158 ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
																		Percent																					
																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		159 _____ . _____ %																					
BEA USE																																							
¹⁶⁰ ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
¹⁶¹ ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
38. Industry code of foreign parent named in either item 34 or item 36.																																							
¹⁶² ¹ <table><tr><td></td><td></td></tr></table> Code – <i>Secure code from chart on page 6.</i>																																							
NOTE – Information regarding the UBO and government ownership is essential; failure to properly complete items 39 through 44, to the extent required by the line instructions, will constitute an incomplete report, which will be returned to the reporter for completion.																																							
39. Is the foreign parent named in either item 34 or 36 also the ultimate beneficial owner (UBO)? <i>See definition of UBO.</i>																																							
¹⁶³ ¹ 1 <input type="checkbox"/> Yes – <i>If the answer is "Yes," skip to item 43.</i>																																							
¹ 2 <input type="checkbox"/> No – <i>If the answer is "No," continue with item 40.</i>																																							
40. Is the UBO an individual?																																							
¹⁶⁴ ¹ 1 <input type="checkbox"/> Yes – <i>If the answer to item 40 is "Yes," then the name of the individual need not be given in item 41, but the country of residence of the individual must be given in item 42.</i>																																							
¹ 2 <input type="checkbox"/> No																																							
41. Name of UBO																																							
¹⁶⁵ ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
42. Country of UBO named in item 41, or of the individual who is the UBO if item 40 was answered "Yes."																																							
¹⁶⁶ ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
																		BEA USE																					
																		¹⁶⁷ ¹ <table><tr><td></td><td></td><td></td></tr></table>																					
43. Industry code of UBO named in item 41.																																							
¹⁶⁸ ¹ <table><tr><td></td><td></td></tr></table> NOTE – UBO industry code is based on UBO’s world-wide consolidated sales. Code – <i>Secure code from chart on page 6.</i>																																							
44. Item 44 must be completed unless industry code 01 or 02 (indicating ownership by a foreign government or government-run pension fund) is entered in either item 38 or item 43; if code 01 or 02 is entered in either item 38 or item 43, do not complete item 44, skip to item 45. Does a foreign government (including a government-owned or -sponsored enterprise, or a quasi-government organization or agency) or a government-run pension fund have a combined direct and indirect voting ownership interest, or its equivalent, of 5% or more in the foreign parent, or any entity in the parent’s chain of ownership up to, and including, the UBO?																																							
¹⁶⁹ ¹ 1 <input type="checkbox"/> Yes ¹ 2 <input type="checkbox"/> No { <i>If the answer to item 44 is "Yes," give on a separate sheet, the chain of ownership from the foreign parent to the government or government-run pension fund, showing at each level the name of, and the percent ownership held by, each entity in the entity below it.</i>																																							
																		BEA USE																					
																		¹⁶⁹ ³ <table><tr><td></td><td></td><td></td></tr></table>																					
45. <i>If item 32 was marked, will data for the new U.S. affiliate be fully consolidated with that of the existing or another U.S. affiliate in other international investment reports filed with this Bureau?</i>																																							
¹⁷⁰ ¹ 1 <input type="checkbox"/> Yes ¹ 2 <input type="checkbox"/> No { <i>If "Yes," give name under which consolidated report will be filed if it is not the name of the existing U.S. affiliate given in item 34 or item 37. –</i>																																							
¹⁷¹ ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																																							
																		BEA USE																					
																		¹⁷² ¹ <table><tr><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																					
(They must be consolidated if the ownership is more than 50 percent, except that separate reports may be filed where the new U.S. affiliate will not normally be fully consolidated due to lack of control, provided written permission has been requested from and granted by BEA.)																																							
46. Cost of investment – For all types of investments covered by items 1 through 5, Part I, give the value of the consideration given for the new interest acquired, at transactions, not book, value. Include cost of voting as well as other equity interests. Exclude cost, if any, entered in item 8. Note that the sum of lines 47 and 48 must equal the total cost in this item.																		Amount		Bil.		Mil.		Thous.		Dols.													
																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		173 \$																					
47. Funding by foreign parent(s) or foreign affiliate(s) of foreign parent(s) (affiliated foreign group) – Enter the portion of the cost in item 46 provided by foreign parent(s) or foreign affiliate(s) of the foreign parent(s), including funds they borrowed in the United States or abroad. Include funds to finance the investment that were supplied by the foreign parent or its foreign affiliate through an existing U.S. affiliate, as well as funds supplied directly by the foreign parent or its foreign affiliate.																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		174 1																					
48. Funding by existing U.S. affiliate – <i>Equals sum of items 48a and 48b</i>																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		175 \$																					
a. Foreign borrowing by existing U.S. affiliate – Enter the portion of the cost in item 46 provided by the existing U.S. affiliate out of borrowing from unaffiliated foreign persons. Exclude loans from the affiliated foreign group that were included in item 47.																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		176																					
b. Other funding by existing U.S. affiliate – Enter the portion of the cost in item 46 provided by the existing U.S. affiliate and not included in item 48a (e.g., internally generated funds and funds that the affiliate borrowed in the United States).																		¹ <table><tr><td></td><td></td><td></td></tr></table>																					
																		177																					

REMARKS – Please use this space for any explanation that may be essential in understanding your reported data.

4-Digit ISI Codes for the Industry Classification of New U.S. Affiliate (Item 24) and 2-Digit Industry Codes for Classification of Foreign Parent and Ultimate Beneficial Owner (UBO) (Items 38 and 43)

The International Surveys Industry (ISI) classifications below are to be used in completing item 24. The classifications are defined in the *"Guide to Industry and Foreign Trade Classifications for International Surveys,"* prepared by the Bureau of Economic Analysis. The guide is available upon request. The titles of some ISI classifications, by themselves, may be insufficient to determine the classifications of certain activities. Consult the more detailed descriptions provided in the guide to be sure of the correct classification.

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, FISHING, AND HUNTING		
1110	Crop production	
1120	Animal production	
1130	Forestry and logging	
1140	Fishing, hunting, and trapping	
1150	Support activities for agriculture and forestry	
MINING		
2111	Oil and gas extraction	
2121	Coal	
2123	Nonmetallic minerals	
2124	Iron ores	
2125	Gold and silver ores	
2126	Copper, nickel, lead, and zinc ores	
2127	Other metal ores	
2132	Support activities for oil and gas operations	
2133	Support activities for mining, except for oil and gas operations	
UTILITIES		
2211	Electric power generation, transmission, and distribution	
2212	Natural gas distribution	
2213	Water, sewage, and other systems	
CONSTRUCTION		
2330	Building, developing, and general contracting	
2340	Heavy construction	
2350	Special trade contractors	
MANUFACTURING		
3111	Animal foods	
3112	Grain and oilseed milling	
3113	Sugar and confectionery products	
3114	Fruit and vegetable preserving and specialty foods	
3115	Dairy products	
3116	Meat products	
3117	Seafood product preparation and packaging	
3118	Bakeries and tortillas	
3119	Other food products	
3121	Beverages	
3122	Tobacco	
3130	Textile mills	
3140	Textile product mills	
3150	Apparel	
3160	Leather and allied products	
3210	Wood products	
3221	Pulp, paper, and paperboard mills	
3222	Converted paper products	
3231	Printing and related support activities	
3242	Integrated petroleum refining and extraction	
3243	Petroleum refining without extraction	
3244	Other petroleum and coal products	
3251	Basic chemicals	
3252	Resins, synthetic rubbers, and artificial and synthetic fibers and filaments	
3253	Pesticides, fertilizers, and other agricultural chemicals	
3254	Pharmaceuticals and medicines	
3255	Paints, coatings, and adhesives	
3256	Soap, cleaning compounds, and toilet preparations	
3259	Other chemical products and preparations	
3261	Plastics products	
3262	Rubber products	
3271	Clay products and refractories	
3272	Glass and glass products	
3273	Cement and concrete products	
3274	Lime and gypsum products	
3279	Other nonmetallic mineral products	
3311	Iron and steel mills and ferroalloys	
3312	Steel products from purchased steel	
3313	Alumina and aluminum production and processing	
3314	Nonferrous metal (except aluminum) production and processing	
3315	Foundries	
3321	Forging and stamping	
3322	Cutlery and hand tools	
3323	Architectural and structural metals	
3324	Boilers, tanks, and shipping containers	
3325	Hardware	
3326	Spring and wire products	
3327	Machine shops, turned products, and screws, nuts, and bolts	
3328	Coating, engraving, heat treating, and allied activities	
3329	Other fabricated metal products	
3331	Agriculture, construction, and mining machinery	
3332	Industrial machinery	
3333	Commercial and service industry machinery	
3334	Ventilation, heating, air-conditioning, and commercial refrigeration equipment	
3335	Metalworking machinery	
3336	Engines, turbines, and power transmission equipment	
3339	Other general purpose machinery	
3341	Computer and peripheral equipment	
3342	Communications equipment	
3343	Audio and video equipment	
3344	Semiconductors and other electronic components	
3345	Navigational, measuring, electromedical, and control instruments	
3346	Manufacturing and reproducing magnetic and optical media	
3351	Electric lighting equipment	
3352	Household appliances	
3353	Electrical equipment	
3359	Other electrical equipment and components	
3361	Motor vehicles	
3362	Motor vehicle bodies and trailers	
3363	Motor vehicle parts	
3364	Aerospace products and parts	
3365	Railroad rolling stock	
3366	Ship and boat building	
3369	Other transportation equipment	
3370	Furniture and related products	
3391	Medical equipment and supplies	
3399	Other miscellaneous manufacturing	
WHOLESALE TRADE		
DURABLE GOODS		
4211	Motor vehicles and motor vehicle parts and supplies	
4212	Furniture and home furnishings	
4213	Lumber and other construction materials	
4214	Professional and commercial equipment and supplies	
4215	Metals and minerals (except petroleum)	
4216	Electrical goods	
4217	Hardware, and plumbing and heating equipment and supplies	
4218	Machinery, equipment, and supplies	
4219	Miscellaneous durable goods	
NONDURABLE GOODS		
4221	Paper and paper products	
4222	Drugs and druggists' sundries	
4223	Apparel, piece goods, and notions	
4224	Grocery and related products	
4225	Farm product raw materials	
4226	Chemical and allied products	
4227	Petroleum and petroleum products	
4228	Beer, wine, and distilled alcoholic beverages	
4229	Miscellaneous nondurable goods	
RETAIL TRADE		
4410	Motor vehicle and parts dealers	
4420	Furniture and home furnishings stores	
4431	Electronics and appliance stores	
4440	Building material and garden equipment and supplies dealers	
4450	Food and beverage stores	
4461	Health and personal care stores	
4471	Gasoline stations	
4480	Clothing and clothing accessories stores	
4510	Sporting goods, hobby, book, and music stores	
4520	General merchandise stores	
4530	Miscellaneous store retailers	
4540	Nonstore retailers	
TRANSPORTATION AND WAREHOUSING		
4810	Air transportation	
4821	Rail transportation	
4833	Petroleum tanker operations	
4839	Other water transportation	
4840	Truck transportation	
4850	Transit and ground passenger transportation	
4863	Pipeline transportation of crude oil, refined petroleum products, and natural gas	
4868	Other pipeline transportation	
4870	Scenic and sightseeing transportation	
4880	Support activities for transportation	
4920	Couriers and messengers	
4932	Petroleum storage for hire	
4939	Other warehousing and storage	
INFORMATION		
5111	Newspaper, periodical, book, and database publishers	
5112	Software publishers	
5121	Motion picture and video industries	
5122	Sound recording industries	
5131	Radio and television broadcasting	
5132	Cable networks and program distribution	
5133	Telecommunications	
5141	Information services	
5142	Data processing services	

SUMMARY OF INDUSTRY CLASSIFICATIONS — Continued		
FINANCE AND INSURANCE 5221 Depository credit intermediation (Banking) 5223 Activities related to credit intermediation 5224 Non-depository credit intermediation 5229 Non-depository branches and agencies 5231 Securities and commodity contracts intermediation and brokerage 5238 Other financial investment activities and exchanges 5242 Agencies, brokerages, and other insurance related activities 5243 Insurance carriers, except life insurance carriers 5249 Life insurance carriers 5252 Funds, trusts and other financial vehicles, except REITs	5414 Specialized design services 5415 Computer systems design and related services 5416 Management, scientific, and technical consulting services 5417 Scientific research and development services 5418 Advertising and related services 5419 Other professional, scientific, and technical services	HEALTH CARE AND SOCIAL ASSISTANCE 6210 Ambulatory health care services 6220 Hospitals 6230 Nursing and residential care facilities 6240 Social assistance
	MANAGEMENT OF COMPANIES AND ENTERPRISES 5512 Holding companies, except bank holding companies 5513 Corporate, subsidiary, and regional management offices	ARTS, ENTERTAINMENT, AND RECREATION 7110 Performing arts, spectator sports, and related industries 7121 Museums, historical sites, and similar institutions 7130 Amusement, gambling, and recreation industries
	ADMINISTRATIVE AND SUPPORT, WASTE MANAGEMENT, AND REMEDIATION SERVICES 5611 Office administrative services 5612 Facilities support services 5613 Employment services 5614 Business support services 5615 Travel arrangement and reservation services 5616 Investigation and security services 5617 Services to buildings and dwellings 5619 Other support services 5620 Waste management and remediation services	ACCOMMODATIONS AND FOOD SERVICES 7210 Accommodations 7220 Foodservices and drinking places
		OTHER SERVICES 8110 Repair and maintenance 8120 Personal and laundry services 8130 Religious, grantmaking, civic, professional, and similar organizations
	EDUCATIONAL SERVICES 6110 Educational services	PUBLIC ADMINISTRATION 9200 Public administration
FOREIGN PARENT AND UBO INDUSTRY CODES		
01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency 02 Pension fund — Government run 03 Pension fund — Privately run 04 Estate or trust (that part of 1997 ISI code 5252 that is estates and trusts) or nonprofit organization 05 Individual Private business enterprise, investment organization, or group engaged in: 06 Petroleum and natural gas: exploration, development, and extraction; oil and gas field services; refining; transport; storage; and wholesale and retail trade (1997 ISI codes 2111, 2132, 3242–3244, 4227, 4471, 4833, 4863, and 4932) NOTE — All industries listed below exclude petroleum subindustries included in "Petroleum and natural gas," as defined above. 07 Agriculture, forestry, fishing and hunting (1997 ISI codes 1110–1140) 08 Mining (1997 ISI codes 2121–2127) 09 Construction (1997 ISI codes 2330–2350) 10 Transportation and warehousing (1997 ISI codes 4810–4939, except 4833, 4863, and 4932) 11 Utilities (1997 ISI codes 2211–2213) 12 Wholesale and retail trade (1997 ISI codes 4211–4229 except 4227 and 4410–4540, except 4471) 13 Banking, including bank holding companies (1997 ISI codes 5221 and 5229) 14 Holding companies (1997 ISI codes 5512 and 5513) 15 Other finance and insurance (1997 ISI codes 5223, 5224, 5231–5249, that part of 5252 that is not estates and trusts, and 5331) 16 Real estate (1997 ISI code 5310) 17 Information (1997 ISI codes 5111–5142) 18 Professional, scientific, and technical services (1997 ISI codes 5411–5419) 19 Other services (1997 ISI codes 1150, 2133, 5321, 5329, and 5611–8130) Manufacturing, including fabricating, assembling, and processing of goods 20 Food (1997 ISI codes 3111–3119) 21 Beverages and tobacco products (1997 ISI codes 3121 and 3122) 22 Pharmaceuticals and medicine (1997 ISI code 3254) 23 Other chemicals (1997 ISI codes 3251–3259, except 3254) 24 Nonmetallic mineral products (1997 ISI codes 3271–3279) 25 Primary and fabricated metal products (1997 ISI codes 3311–3329) 26 Computer and electronic products (1997 ISI codes 3341–3346) 27 Machinery manufacturing (1997 ISI codes 3331–3339) 28 Electrical equipment, appliances and components (1997 ISI codes 3351–3359) 29 Motor vehicles and parts (1997 ISI codes 3361–3363) 30 Other transportation equipment (1997 ISI codes 3364–3369) 31 Other manufacturing (1997 ISI codes 3130–3231, 3261, 3262, 3370–3399)		

BE-13 INITIAL REPORT ON A FOREIGN PERSON’S DIRECT OR INDIRECT ACQUISITION, ESTABLISHMENT, OR PURCHASE OF THE OPERATING ASSETS, OF A U.S. BUSINESS ENTERPRISE, INCLUDING REAL ESTATE

INSTRUCTIONS

INTRODUCTION

Purpose – BE-13 reports are required in order to obtain comprehensive initial data concerning new foreign direct investment in the United States that may affect the U.S. and foreign economies.

Authority – This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C., 3101-3108, as amended – hereinafter "the Act"), and the filing of reports is MANDATORY pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104. In Section 3 of Executive Order 11961, the President designated the Department of Commerce as the federal agency responsible for collecting the required data on direct investment, and the Secretary of Commerce has assigned this responsibility to the Bureau of Economic Analysis. The implementing regulations are contained in Title 15 CFR Part 806.

This report has been approved by the Office of Management and Budget under the Paperwork Reduction Act (44 U.S.C. 3501, et seq.).

Penalties – Whoever fails to report may be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violation, upon conviction, may be punished by a like fine, imprisonment, or both. (22 U.S.C. 3105)

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

Confidentiality – The Act provides that your report to this Bureau is CONFIDENTIAL, and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Additionally, the information filed in this report shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act. The President may authorize the exchange of the information between agencies or officials designated to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).

Information filed in this report CANNOT be used for purposes of taxation, investigation, or regulation. The law also provides that copies retained in your files are immune from legal process.

I. DEFINITIONS

- A. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.
- B. Foreign**, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- C. Person** means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).
- D. Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- E. Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- F. Foreign direct investment in the United States** means the ownership or control, directly or indirectly, by one foreign person of 10 per centum or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.
- G. Branch** means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.
- H. Affiliate** means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.
 - I. U.S. affiliate** means an affiliate located in the United States in which a foreign person has a direct investment.
 - J. Foreign parent** means the first foreign person in the ownership chain of the U.S. affiliate.
- K. Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent’s ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.
- L. Foreign affiliate of foreign parent** means, with reference to a given U.S. affiliate, any member of the affiliated foreign group owning the affiliate that is not a foreign parent of the affiliate.
- M. U.S. corporation** means a business enterprise incorporated in the United States.
- N. Business enterprise** means any organization, association, branch, or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate.
- O. Intermediary** means an agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.

I. DEFINITIONS (Continued)

- P. Associated group** means two or more persons who, by the appearance of their actions, by agreement, or by an understanding, exercise their voting privileges in a concerted manner to influence the management of a business enterprise. Each of the following are deemed to be an associated group:
 - (1) Members of the same family,
 - (2) A business enterprise and one or more of its officers and directors,
 - (3) Members of a syndicate or joint venture, or
 - (4) A corporation and its domestic subsidiaries.
- Q. Ultimate beneficial owner (UBO)** is that person, proceeding up the ownership chain beginning with and including the foreign parent, that is not more than 50 percent owned or controlled by another person. (A person who creates a trust, proxy, power of attorney, arrangement, or device with the purpose or effect of divesting such owner of the ownership of an equity interest as part of a plan or scheme to avoid reporting information, is deemed to be the owner of the equity interest.)

II. GENERAL INSTRUCTIONS

A. Who must report

BE-13, Initial Report on a Foreign Person’s Direct or Indirect Acquisition, Establishment, or Purchase of the Operating Assets, of a U.S. Business Enterprise, Including Real Estate, must be completed either:

- 1. by a U.S. business enterprise when a foreign person establishes or acquires directly, or indirectly through an existing U.S. affiliate, a 10 percent or more voting interest in that enterprise, including an enterprise that results from the direct or indirect acquisition by a foreign person of a business segment or operating unit of an existing U.S. business enterprise that is then organized as a separate legal entity; or
- 2. by the existing U.S. affiliate of a foreign person when it acquires a U.S. business enterprise, or a business segment or operating unit of a U.S. business enterprise, that the existing U.S. affiliate merges into its own operations rather than continuing or organizing as a separate legal entity.

One complete BE-13 report must be filed for every new U.S. affiliate. However, separate Parts V and VI must be completed and filed for each foreign parent or existing U.S. affiliate that established or acquired a direct voting interest in the U.S. business enterprise, business segment, operating unit, or real estate.

NOTE – Real estate purchased for other than personal use constitutes a "business enterprise."

B. Exclusions and exemptions –

- 1. Residential real estate held exclusively for personal use and not for profitmaking purposes is not subject to the reporting requirements. A U.S. residence which is an owner’s primary residence that is then leased by the owner while outside the United States but which the owner intends to reoccupy, is considered real estate held for personal use. Ownership of residential real estate by a corporation whose sole purpose is to hold the real estate and where the real estate is for the personal use of the individual owner(s) of the corporation, is considered real estate held for personal use.
- 2. An existing U.S. affiliate is exempt from reporting the acquisition of a U.S. business enterprise, or a business segment or operating unit of a U.S. business enterprise, that it then merges into its own operations, if the total cost of the acquisition was \$3,000,000 or less, and does not involve the purchase of 200 acres or more of U.S. land. (If the acquisition involves the purchase of 200 acres or more of U.S. land, it must be reported regardless of the total cost of the acquisition.)
- 3. An established or acquired U.S. business enterprise, as consolidated, is exempt if its total assets (not the foreign parent’s or existing U.S. affiliate’s share) at the time of acquisition or immediately after being established, were \$3,000,000 or less and it does not own 200 acres or more of U.S. land. (If it owns 200 acres or more of U.S. land, it must report regardless of the value of total assets.)

If exempt under 2 or 3, Supplement C, "Exemption Claim, Form BE-13," which accompanies this Form, must be filed to validate the exemption.

NOTE: All exempt U.S. affiliates should be aware of the quarterly and annual surveys of foreign direct investment in the United States (Forms BE-15, BE-605, and BE-605 Bank) conducted by this Bureau and the exemption criteria pertaining to each (see 15 CFR Part 806.15). If a U.S. affiliate is exempt on Form BE-13, it is also exempt from filing in any of the quarterly or annual surveys at this time. However, if through internal growth, acquisitions, new infusions of capital, the purchase of land, etc., a previously exempt affiliate exceeds the exemption criteria of the quarterly and annual surveys in the future, it is the affiliate’s legal responsibility to secure and file the appropriate forms. In the year that the quinquennial BE-12 benchmark survey is conducted, this Bureau will mail forms to each U.S. affiliate on its mailing list, including those exempted from filing in other surveys. If a U.S. affiliate is exempt from filing in the BE-12 survey, it may file a claim for exemption at that time.

- C. Determining whether an individual is a foreign person or a U.S. person based on residence** – An individual will be considered a resident of, and subject to the jurisdiction of, the country in which physically located, subject to the following qualifications:
 - 1. Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.
 - 2. Individuals who reside, or expect to reside, outside their country of citizenship for one year or more are considered to be residents of the country in which they are residing, except as provided in 3 below.
 - 3. Notwithstanding 2, if an owner or employee of a business enterprise resides outside the country of location of the enterprise for one year or more for the purpose of furthering the business of the enterprise, and the country of the business enterprise is the country of citizenship of the owner, then such owner or employee shall nevertheless be considered a resident of the country of citizenship provided there is the intent to return within a reasonable period of time.
 - 4. Individuals and members of their immediate families who are residing outside their country of citizenship as a result of employment by the government of that country – diplomats, consular officials, members of the armed forces, etc. – are considered to be residents of their country of citizenship.

II. GENERAL INSTRUCTIONS (Continued)

D. Reporting by intermediaries – If a particular foreign direct investment in the United States is held, exercised, administered, or managed by a U.S. intermediary for the foreign beneficial owner, such intermediary shall be responsible for reporting the required information for, and in the name of, the new U.S. affiliate, and shall report on behalf of the new U.S. affiliate or shall instruct the new U.S. affiliate to submit the required information. Upon so instructing the new U.S. affiliate, the intermediary shall be released from further liability to report provided it has informed this Bureau of the date such instructions were given and the name and address of the U.S. affiliate, and has supplied the new U.S. affiliate with any information in the possession of, or which can be secured by, the intermediary that is necessary to permit the new U.S. affiliate to complete the required reports. If the new U.S. affiliate is in the form of real property that includes no entity from which a report can be solicited, the U.S. intermediary of the foreign beneficial owner is required to report. When acting in the capacity of an intermediary, the accounts or transactions of the U.S. intermediary with a foreign beneficial owner shall be considered as accounts or transactions of the new U.S. affiliate with the foreign beneficial owner. To the extent such transactions or accounts are unavailable to the new U.S. affiliate, they may be required to be reported by the intermediary.

E. Unusual reporting situations – It may be unclear from the forms and related instructions how certain unusual situations should be reported. This will be true particularly where there is a combination of direct and indirect ownership interests, or where members of an affiliated foreign group have, or acquire, more than one fractional interest of less than 10 percent, but which in total adds to more than a 10 percent interest when all lines of ownership are considered. Rather than further complicating the instructions by trying to allow for all possible reporting situations, we request that those who must report for an unusual situation call us to discuss how best to report it.

F. Consolidated reporting by a new U.S. affiliate – A new U.S. affiliate shall file Form BE-13 on a fully consolidated basis, including in the consolidation all other U.S. affiliates in which it directly or indirectly owns more than 50 percent of the outstanding voting stock. (Foreign subsidiaries of the new U.S. affiliate are **not** to be included in the consolidation, except as provided below under the equity method of accounting.) However, separate reports may be filed where a given U.S. affiliate is not normally consolidated due to lack of control, provided written permission has been requested from and granted by BEA. Hereinafter, the consolidated entity is considered to be one U.S. affiliate.

A U.S. affiliate that is not consolidated must file its own Form BE-13.

G. Equity method of accounting – Investments by the new U.S. affiliate in business enterprises not included in the consolidation and which are 20 percent or more owned shall be accounted for following the equity method of accounting. However, in these cases, intercompany items are not to be eliminated.

H. Business segment – Business segment as used in these reports is not limited to those "segments" meeting the criteria set forth in Financial Accounting Standards Board Statement Number 14.

I. Calculation of total ownership percentage – A person’s ownership interest in a given business enterprise may be held directly or indirectly or both. It is directly held if the person itself holds the ownership interest in the enterprise. It is indirectly held if the person holds an ownership interest in another business enterprise that, in turn, owns the given business enterprise. A person’s percentage of indirect voting ownership in a given business enterprise is the product of the person’s direct voting ownership percentage in the first business enterprise in the ownership chain times that first enterprise’s direct voting ownership percentage in the second business enterprise times each succeeding direct voting ownership percentage of each other intervening business enterprise in the ownership chain between the person and the given business enterprise. If more than one chain of ownership between the person and the given business enterprise exists, the percentages of direct and indirect ownership in all chains are summed to determine the person’s total ownership percentage.

III. ACCOUNTING METHODS AND REPORTING PROCEDURES

A. Accounting methods and records – Generally accepted U.S. accounting principles should be followed. Corporations should generally use the same methods and records that are used to generate reports to stockholders except where the instructions indicate a variance.

B. Annual stockholder’s report – U.S. affiliates issuing annual reports to stockholders are requested to furnish a copy of their annual report to this Bureau.

C. Estimates – If actual figures are not available, estimates should be supplied and labeled as such. When a data item cannot be fully subdivided as required, a total and an estimated breakdown of the total should be supplied.

D. Space on form insufficient – When space on a form is insufficient to permit a full answer to any item, the required information should be submitted on supplementary sheets, appropriately labeled and referenced to the item number and the form or supplement.

E. Figures such as the number of acres and the number of employees should be reported to the nearest whole unit.

F. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). **Do not enter** amounts in the shaded portions of each line.

EXAMPLE: If amount is **\$3,334,615.00**, report as:

Bil.	Mil.	Thous.	Dols.
	3	335	

G. If an item is between + or - \$500.00, enter "0."

H. Use parentheses to indicate negative numbers.

IV. FILING REPORTS

A. Extension – Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.

B. Assistance – If there are any questions concerning the report, telephone (202) 606–5577 during office hours – 8:30 to 4:30 eastern time.

IV. FILING REPORTS (Continued)

C. Number of copies – A single original copy of each form is to be filed with the Bureau of Economic Analysis. In addition, each person filing a form must retain a copy to facilitate resolution of any problems that may arise covering the data reported. (Both copies are protected by law; see statement on confidentiality in the Introduction.)

D. Filing of report – Reports filed by mail through the U.S. Postal Service should be sent to: U.S. Department of Commerce, Bureau of Economic Analysis, BE-49(NI), Washington, DC 20230. Reports filed by direct private delivery should be directed to: U.S. Department of Commerce, Bureau of Economic Analysis, BE-49(NI), Shipping and Receiving Section M-100, 1441 L Street, NW, Washington, DC 20005.

E. Retention of copies – A copy of all reports filed should be retained for 3 years beyond the report’s original due date.

F. Due date – Form BE-13 is due no later than 45 days after the investment transaction occurs.

V. SPECIAL INSTRUCTIONS FOR INSURANCE COMPANIES

When there is a difference, the financial and operating data are to be prepared on the same basis as an annual report to the stockholders, rather than on the basis of an annual statement to an insurance department. Valuation should be according to normal commercial accounting procedures, not at the rates promulgated by the National Association of Insurance Commissioners. Include both nonadmitted assets not acceptable for the annual statement to an insurance department and trusteeed, as well as non-trusteed, assets. Specific instructions for income statement items are:

Costs and expenses relating to operations (to be used in determining net income) – Include costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.

Sales or gross operating revenues, excluding sales taxes – Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from foreign affiliates.

VI. SPECIAL INSTRUCTIONS FOR REAL ESTATE

If a business enterprise, otherwise required to report, is in the form of real property not identifiable by name, reports are required to be filed by and in the name of the beneficial owner, or in the name of such beneficial owner by the intermediary of such beneficial owner.

Part I, items 1 through 5:

The direct purchase of real estate – unimproved land, farms, office buildings, shopping centers, etc. – shall be considered to be an item 5 transaction except where the purchase is effected by buying shares in an existing corporation, in which case it will be an item 2 transaction.

Part II:

Item 10 – For real estate investments being reported, BEA is not seeking a legal description of the property, nor necessarily the address of the property itself. Since there may be no operating business enterprise as such for the investment, what is wanted is a consistently identifiable investment (i.e., U.S. affiliate) together with an address to which report forms can be mailed so that the investment (affiliate) can be reported on a consistent basis from survey to survey, or period to period. Thus, in item 10, the "name and address" of the U.S. affiliate might be:

XYZ Corp. N.V., Real Estate Investments; c/o B&K Inc., Accountants; 120 Major Street; Miami, FL XXXXX

If the investment property has a name, such as Sunrise Apartments, Acme Building, etc., the name and address in item 6 might be:

Sunrise Apartments; c/o ABC Real Estate; 120 Major Street; Miami, FL XXXXX

Items 11 through 15 – If the new U.S. affiliate is not incorporated, give the percent ownership in item 11 for direct purchases by the foreign parent; and in item 12 for direct purchases by an existing U.S. affiliate.

VII. SPECIAL INSTRUCTIONS CONCERNING THE ESTABLISHMENT OF A HOLDING COMPANY, WITH MINIMAL CAPITALIZATION, PREPARATORY TO ACQUIRING OR ESTABLISHING A U.S. BUSINESS ENTERPRISE

The following procedures attempt to minimize reporting of multiple step transactions that would otherwise require the filing of several BE-13 reports or exemption claims. The transaction date for reporting an initial investment in a U.S. holding company, or similar entity, by a foreign person or by an existing U.S. affiliate of a foreign person may be deferred from the date of the initial investment if:

- (1) The initial capitalization (both debt and equity) of the U.S. holding company, or similar entity, is \$5,000,000 or less, **and**
- (2) The purpose of setting up the U.S. holding company, or similar entity, is to facilitate the subsequent acquisition of a U.S. business enterprise or to establish an operating U.S. affiliate, within 180 days.

A report must be filed within 45 days of the completion of the holding company’s acquisition of the U.S. business enterprise or the establishment of an operating U.S. affiliate. When the BE-13 is filed, if the holding company has not been dissolved, the report must fully consolidate the holding company and the newly acquired or established U.S. affiliate. The cost of investment, item 46, must account for all funds for both investments. A brief letter of explanation describing the situation and transaction dates should accompany the filing.

In order to qualify for this deferral, the secondary investment transaction must occur within 180 days of the acquisition or establishment of the holding company. If it does not, a BE-13 report (or exemption claim) must be filed by the U.S. holding company no later than 45 days beyond the 180-day deferral period.

VIII. SPECIFIC INSTRUCTIONS FOR REPORTING EMPLOYMENT

Employment (item 20) should relate to all employees regardless of whether they are engaged in an activity the cost of which was, or will be, charged as an expense on the income statement, charged to inventories, or capitalized. Include part-time and full-time workers, but exclude home workers and independent sales personnel who are not employees. Where the investment being reported represents the **acquisition** of a U.S. business enterprise, business segment, operating unit, or the direct purchase of real estate, (i.e., item 2, 3, 4, or 5 of Form BE-13 is marked), give the number of employees as of the ending date for the year shown in item 17. Employment as of a different date during the year may be used if employment did not vary significantly during the year. If a strike or other disruption was in progress at the end of the year, give a number that reflects normal operations. If a business activity involves large seasonal variation, give a number that reflects an average for the year. Where the investment being reported represents the **establishment** of a new U.S. business enterprise (i.e., item 1 of Form BE-13 is marked), give the number of persons expected to be on the payroll at the end of the first full year of operations.

TEAR OFF – DO NOT RETURN INSTRUCTIONS.